



# MASSACHUSETTS BUSINESS RESOURCE TEAM



## NEWSLETTER

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### MADE IN MASSACHUSETTS DAY, 2006



Lt. Governor Healey meets with representatives from Natick Soldier Center at Made in Massachusetts Day on July 18th, 2006 in the State House.

The atmosphere was festive in The Great Hall of the State House on July 18<sup>th</sup>, with roughly fifty businesses and agencies of the Commonwealth representing themselves; speaking with the media and showing their Massachusetts pride. Companies gave away many free samples of their products for attendees to enjoy. "Made in Massachusetts is an exciting opportunity to showcase the Commonwealth's diverse, home-grown business community," said Lt. Governor Healey, who spoke at the event. The Lt. Governor also visited with many representatives of the companies that showcased during the event. Representatives from several different industries came to the event, from software and information technology, to bakeries and breweries. "Massachusetts welcomed us with open arms when we were seeking a new location for our U.S. corporate headquarters," said Tom Korbas, President of the Americas for Samsonite, which moved from Rhode Island earlier this year to Mansfield. The annual event has been a wonderful opportunity for the Commonwealth to thank companies that support and contribute to Massachusetts.

[Click to see a list of companies that participated...](#)

#### From The Director, DBT...

Welcome to the inaugural edition of the BRT Newsletter. This bi-monthly electronic publication is designed to keep the economic development community and all of our partners up-to-date on recent activities that affect the economy in Massachusetts.

The BRT is now in its second year, and, thanks to the hard work of a growing number of partners, the results have been incredible. Since the establishment of the BRT, over 21,100 jobs have been created, over 44,100 jobs have been retained, and \$5.8 billion in private investment has been put into Massachusetts. In FY06 alone, we won more than 170 projects, punctuated by our successful bid to win the Bristol-Myers Squibb biologics manufacturing facility.

The momentum is making the rest of 2006 very promising. The Governor and Legislature have provided us with more tools to make us even more competitive. Recently enacted permitting reforms will break down barriers for companies looking to expand in Massachusetts and allow municipalities to designate priority development sites for expedited permitting. We have already begun to build out our state sales force with the additional funds from the economic stimulus bill, and robust marketing initiatives are underway. Additionally, the new \$90 million Massachusetts Opportunity Relocation and Expansion (MORE) Jobs Capital Program will provide capital funds for necessary infrastructure improvements to municipalities for businesses that are adding jobs.

Congratulations to all of the BRT partners on making Massachusetts a more attractive place to do business. We are looking forward to continuing our success this year and beyond.

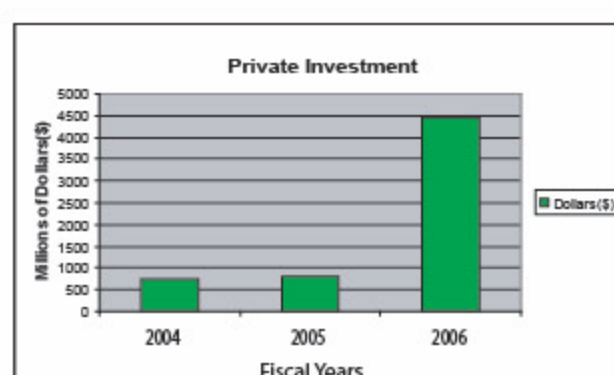
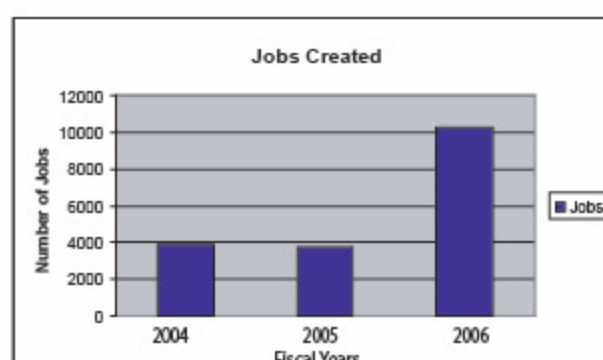
Sincerely,  
Deb Shufrin

#### Nuvera Fuel Cells

Nuvera Fuel Cells celebrated its ground breaking in Billerica on June 30th with much fanfare from Lt. Governor Healey and the BRT. The relocation and expansion allows Nuvera to nearly double the size of its current facility in Cambridge from 56,000 square feet to 111,000 square feet. The company plans to increase its staff from 100 employees to more than 350 over the next five years, with the highest concentration of job growth in skilled manufacturing. Nuvera has also committed to hiring 10 percent of its additional staff from the town of Billerica. [More...](#)

### BRT CELEBRATES MILESTONE SUCCESS IN 2006 FISCAL YEAR!

The Business Resource Team reached new heights this fiscal year by breaking records in job creation and private investment that Massachusetts can truly be proud of! We would like to thank all of our BRT members for all the hard work and dedication in this endeavor; without you, we would not have the many success stories we have to share. [More...](#)



#### Bristol-Myers Squibb

After much hard work and a great team effort, Massachusetts is the winner of a partnership and new state-of-the-art facility by Bristol-Myers Squibb. The facility will be located in Devens, where Bristol-Myers will benefit from the great package of incentives and services the BRT worked hard to prepare. The team members of the BRT should be extremely proud of this achievement. [More...](#)

#### From The Director, MOBD...

This past year, the Business Resource Team (BRT) took root and established itself as the economic development engine for the Commonwealth of Massachusetts. Since July of 2005, the BRT has expanded from four to 25 partners. In addition, the BRT initiated a proactive outreach campaign to establish ongoing customer relationships with the top 130 employers in the state.

The results have been overwhelmingly positive. In fiscal year 2006, ending June 30, 2006, the BRT successfully closed 172 projects, up 28% versus the prior year. Even more impressive was the quality of these projects in terms of economic impact. The 172 BRT projects resulted in the creation of 10,286 new jobs, up 173% versus the prior year. The number of jobs retained was 12,218, up 9% versus the prior year. The private investment from these 172 projects was a staggering \$4.5 billion, more than five times the number from the prior year. To put things in historical perspective, the private investment number is the largest in BRT's and MOBD's 12-year history. The job impact number (created and retained) is the second largest in BRT/MOBD history and the largest since FY 1997.

Highlights from the past year include the Bristol Myers Squibb biotechnology manufacturing facility win, resulting in a \$1.1 billion investment and 550 high paying new jobs in Devens, Massachusetts. Additional highlights included the Samsonite relocation of its world wide headquarters to Mansfield, MA (resulting in 225 new jobs), the Intel expansion in Hudson (600 new jobs and \$1.5 billion private investment), the Boston Scientific expansion in Marlborough (1,000 new jobs and a \$263 million private investment), and the new Target distribution center in Westfield (600 new jobs and a \$115 million private investment).

The outlook for FY 2007 is bright. The Governor and legislature have given us a great deal more to work with. The Economic Stimulus bill provided an additional \$1.5 million to MOBD for more sales personnel in the field. We will aggressively expand our outreach to businesses and site selectors. The new streamlined permitting law and the MORE Jobs Capital Program will give us powerful new tools to attract and retain businesses in Massachusetts.

On behalf of the Massachusetts Office of Business Development and the BRT Advisory Committee, I want to thank and congratulate the entire BRT team and all our other economic development partners in Massachusetts for an outstanding year. We look forward to working with you to make 2007 just as successful.

Sincerely,  
Rod Jane